

## Message Text

CONFIDENTIAL

PAGE 01 BOGOTA 04165 290220Z

62

ACTION COME-00

INFO OCT-01 ARA-06 ISO-00 CIAE-00 EB-07 INR-07 LAB-04

NSAE-00 PA-01 SIL-01 USIA-06 PRS-01 /034 W

----- 051633

R 272208Z APR 76

FM AMEMBASSY BOGOTA

TO SECSTATE WASHDC 4774

C O N F I D E N T I A L BOGOTA 4165

E.O. 11652: N/A

TAGS: BEXP, CO

SUBJECT: COLOMBIAN POLICY ON U.S. SOLO EXHIBITION AND  
RELATION TO U.S. - COLOMBIAN TRADE

REF: STATE 066431

1. SUMMARY. GOC HAS GIVEN APPROVAL FOR U.S. TO HOLD A SOLO EXHIBITION IN COLOMBIA DURING THE FIRST HALF ME 1977. WHILE THE APPROVAL IS NOT DIRECTLY CONDITIONED ON RECIPROCITY, THE GOVERNMENT NOTES THAT THE EXHIBITION WILL PERMIT THE U.S. TO PROMOTE ITS PRODUCTS IN COLOMBIA AND ASKS THAT ITS APPROVAL SERVE AS THE OCCASION TO STUDY THE POSSIBILITY OF RELAXING SOME RESTRICTIONS ON COLOMBIAN EXPORTS TO THE U.S. END SUMMARY.

2. THE COLOMBIAN FOREIGN TRADE INSTITUTE (INCOMEX) HAS INFORMED THE EMBASSY BY LETTER THAT THE DIRECTIVE COUNCIL FOR FOREIGN TRADE, IN A MEETING ON PARIL 29, APPROVED OUR REQUEST TO HOLD A SOLO COMMERCIAL EXHIBITION IN COLOMBIA WITH THE STIPULATION THAT THE EXHIBITION TAKE PLACE DURING THE FIRST HALF OF CY 1977. INCOMED HAS PROPOSED A MEETING SOMETIME NEXT WEEK TO DISCUSS THE DATE OF THE EXHIBITION, TYPES OF EQUIPMENT TO BE SHOWN AND OTHER DETAILS.

3. THE GOC'S APPROVAL IS NOT DIRECTLY CONDITIONED ON RECIPROCITY FROM THE U.S., BUT IT MAY IN FACT BE THE  
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BOGOTA 04165 290220Z

GOC'S INTENT TO ESTABLISH A VEILED CONNECTION. THE

LETTER STATES THAT THE DIRECTIVE COUNCIL "MANIFESTED ITS CONCERN OVER CERTAIN PROBLEMS BEING EXPERIENCED BY COLOMB PN EXPORTS TO THE U.S." AND EXPRAJSES THE HOPE THAT THE GOC'S APPROVAL OF OUR REQUEST, WHICH WILL PERMIT THE U.S. TO PROMOTE ITS PRODUCTS IN COLOMBIA, WILL "SERVE AS THE OCCASION FOR FINDING SOLUTIONS TO THESE PROBLEMS." THE LETTER CONCLUDES BY SAYING THAT THE ILOBLEMS, AND THE PRODUCTS INVOLVED, WILL BE DISCUSSED AT THE SAME TIME AS INCOMEX AND EMBASSY REPRESENTATIVES MEET TO REVIEW DETAILS OF THE EXHIBITION.

4. IN A BRIEF CONVERSATION WITH THE ECON COUNSELOR, INCOMEX DIRECTOR ALBERTO GALEANO INDICATED THAT TEXTILE PRODUCT (PARTICULARLY MEN'S SUITS) WERE THE MOST PRESSING PROBLEM AND THAT ANOTHER AREA OF CONCERN WAS THE U.S. GSP LIST. GALEANO SAID THAT INCOMEX WAS WORKING UP A STUDY ON THE LATTER SUBJECT.

5. COMMENT. THE CONCEPTUAL LINKAGE BETWEEN PERMISSION TO HOLD A SOLO EXHIBITION AND ENHANCED ACCESS TO THE U.S. MARKET IS CONSISTENT WITH THE PROPOSALS OF PRESIDENT LOPEZ AND FOREIGN MINISTER LIEVANO REGARDING A GREATER DEGREE OF COMPARATIVE ADVANTAGE IN TRADE BETWEEN LATIN AMERICA AND THE U.S., AND MAY BE THE BEGINNING OF AN EFFORT TO TEST HOW FAR WE ARE WILLING TO MOVE IN THIS DIRECTION. BY GRANTING PERMISSION FOR A U.S. SOLO EXHIBITION THE GOC IS IN EFFECT BENDING ITS OWN RULES AS REGARDS FAVORING ONE COUNTRY OVER ANOTHER AND WILL BE WATCHING TO SEE IF WE WILL BE WILLING TO DO SOMETHING OF THE SAME. WHETHER IT INTENDS ANY MORE DIRECT LINK IS NOT CLEAR.

6. WE WOULD APPRECIATE GUIDANCE REGARDING HOW WE SHOULD REACT DURING THE MEETING WITH INCOMEX.  
VAKY

CONFIDENTIAL

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE FAIRS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 APR 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** coburnhl  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976BOGOTA04165  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** DG ALTERED  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D760163-1050  
**From:** BOGOTA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19760416/aaaaanae.tel  
**Line Count:** 96  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE 66431  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** coburnhl  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 JUL 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <14 JUL 2004 by MartinML>; APPROVED <26 OCT 2004 by coburnhl>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COLOMBIAN POLICY ON U.S. SOLO EXHIBITION AND RELATION TO U.S. - COLOMBIAN TRADE  
**TAGS:** BEXP, ETRD, CO, US  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006